6/20/88

A8720-1

POTASH & PHOSPHATE INSTITUTE

NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL STATE		APR 1988	APR 1987	JUL-APR 1987/88	JUL-APR 1986/87
AL	Alabama	10,998	11,874	58,367	54,326
AK	Alaska	0	560	251	1,716
AZ	Arizona	142	203	2,213	1,401
AR	Arkansas	7,083	7,965	46,673	46,009
CA	California	7,141	10,452	63,884	55,616
CO	Colorado	1,776	1,903	6,535	7,150
CT	Connecticut	626	447	2,640	3,235
DE	Delaware	1,607	2,184	14,609	20,138
FL	Florida	7,449	13,042	108,720	125,904
GA	Georgia	17,532	12,182	104,212	102,169
HI	Hawaii	0	2,791	9,749	10,893
ID	Idaho	5,101	5,232	20,429	24,334
IL	Illinois	77,130	62,940	603,507	626,748
IN	Indiana	35,070	45,291	289,968	321,913
IA	Iowa	58,196	74,268	423,713	405,917
KS	Kansas	6,169	7,887	42,450	26,742
KY	Kentucky	7,005	12,150	74,916	92,908
LA	Louisiana	21,602	18,116	146,294	95,941
ME	Maine	376	2,330	5,090	5,610
MD	Maryland	1,077	1,918	25,087	26,338
MA	Massachusetts	391	172	3,033	3,151
MI	Michigan	18,973	32,879	127,926	147,423
MN	Minnesota	71,278	71,703	307,591	291,228
MS	Mississippi	5,083	5,751	35,381	18,398
MO	Missouri	38,527	55,038	233,384	239,857
MT	Montana	2,810	3,337	10,067	10,402
NE	Nebraska	5,189	5,437	29,123	24,790
NV	Nevada	0	13	0	42
NH	New Hampshire	1,934	149	2,521	587
NJ	New Jersey	837	891	4,031	5,869
NM	New Mexico	1,467	490	9,125	5,732
NY	New York	13,274	9,193	37,367	51,017
NC	North Carolina	7,935	12,941	81,156	79,611
ND	North Dakota	7,619	6,687	22,028	21,393
OH	Ohio	19,462	34,201	368,733	413,684
OK	Oklahoma	4,364	4,677	20,821	16,735
OR	Oregon	2,799	3,888	25,463	25,845
PA	Pennsylvania	6,609	8,452	44,439	51,510
RI	Rhode Island	420	317	1,233	1,194
SC	South Carolina	9,159	6,124	61,698	61,010
SD	South Dakota	3,438	4,088	11,842	10,725
TN	Tennessee	12,552	13,356	81,684	96,723
TX	Texas	32,821	28,361	148,649	109,665
UT	Utah	102	1,544	5,786	4,255
VT	Vermont	242	560	1,448	1,839
VA	Virginia	12,365	19,692	77,510	81,751
WA	Washington	6,944	8,659	34,190	37,558
WV	West Virginia	486	624	1,712	2,748
WI	Wisconsin	41,514	40,557	205,415	242,608
WY	Wyoming	353	477	1,716	1,415
	TOTAL U.S.:	595,027	673,993	4,044,379	4,113,773
CANADA					
AB	Alberta	5,986	5,594	21,144	16,566
BC	Brit. Columbia	2,184	2,426	6,075	6,353
MB	Manitoba	4,100	5,154	21,108	16,536
NB	New Brunswick	2,354	3,802	12,715	9,747
NF	Newfoundland	0	0	0	0
NS	Nova Scotia	1,118	1,800	4,448	4,194
ON	Ontario	25,321	6,724	191,300	183,566
PE	Pr.Edward Isle	544	742	6,044	6,243
PQ	Quebec	11,984	16,868	110,640	95,766
SK	Saskatchewan	1,428	15,313	16,117	24,742
	TOTAL CAN:	55,019	58,423	389,591	363,713
EXPORT SALES:		362,372	387,661	3,364,627	3,044,204
TOTAL AGRICULTURAL		1,012,418	1,120,077	7,798,597	7,521,690
Non-Ag U.S.		36,782	33,697	352,591	313,494
	Canada	1,607	1,610	21,151	14,106
	Exports	15,892	18,381	101,060	64,165
TOTAL NON-AGRICULTURAL		54,281	53,688	474,802	391,765
GRAND TOTAL		**1,066,699**	**1,173,765**	**8,273,399**	**7,913,455**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

APRIL 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	2,012	4,630	3,556	316	484	10,998
AK Alaska	0	0	0	0	0	0
AZ Arizona	44	0	15	63	20	142
AR Arkansas	47	62	5,502	1,443	29	7,083
CA California	3,351	681	2,166	13	930	7,141
CO Colorado	306	32	1,202	98	138	1,776
CT Connecticut	0	278	268	0	80	626
DE Delaware	0	0	1,519	42	46	1,607
FL Florida	2,436	1,633	971	588	1,821	7,449
GA Georgia	1,752	1,220	10,013	2,439	2,108	17,532
HI Hawaii	0	0	0	0	0	0
ID Idaho	431	1,731	2,871	61	7	5,101
IL Illinois	436	61,614	5,926	8,908	246	77,130
IN Indiana	520	25,259	4,316	4,736	239	35,070
IA Iowa	127	30,715	8,654	18,628	72	58,196
KS Kansas	326	768	4,229	745	101	6,169
KY Kentucky	0	6,289	668	0	48	7,005
LA Louisiana	2,579	10,262	7,810	924	27	21,602
ME Maine	0	0	376	0	0	376
MD Maryland	0	121	482	384	90	1,077
MA Massachusetts	0	62	303	0	26	391
MI Michigan	14	10,978	7,430	95	456	18,973
MN Minnesota	108	23,289	40,948	6,543	390	71,278
MS Mississippi	0	2,003	1,118	1,888	74	5,083
MO Missouri	2,952	1,711	25,427	8,306	131	38,527
MT Montana	0	307	2,414	89	0	2,810
NE Nebraska	331	467	1,998	1,414	979	5,189
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	1,934	0	0	1,934
NJ New Jersey	0	185	502	127	23	837
NM New Mexico	0	16	1,186	0	265	1,467
NY New York	0	9,282	3,119	565	308	13,274
NC North Carolina	180	2,388	2,871	1,588	908	7,935
ND North Dakota	0	2,013	5,537	64	5	7,619
OH Ohio	1,827	10,112	4,969	1,843	711	19,462
OK Oklahoma	119	297	3,361	535	52	4,364
OR Oregon	137	345	2,101	79	137	2,799
PA Pennsylvania	484	724	4,344	851	206	6,609
RI Rhode Island	0	0	358	62	0	420
SC South Carolina	364	912	6,662	434	787	9,159
SD South Dakota	0	852	1,819	767	0	3,438
TN Tennessee	256	4,637	7,382	199	78	12,552
TX Texas	1,310	7,837	20,525	1,978	1,171	32,821
UT Utah	0	0	102	0	0	102
VT Vermont	0	0	122	63	57	242
VA Virginia	1,613	433	7,878	1,855	586	12,365
WA Washington	429	2,133	3,378	712	292	6,944
WV West Virginia	0	486	0	0	0	486
WI Wisconsin	2,134	26,254	10,240	2,382	504	41,514
WY Wyoming	0	0	305	0	48	353
TOTAL U.S.:	26,625	253,018	228,877	71,827	14,680	595,027
CANADA						
AB Alberta	21	25	5,423	517	0	5,986
BC Brit. Columbia	0	82	1,990	13	99	2,184
MB Manitoba	0	654	2,847	599	0	4,100
NB New Brunswick	0	1,388	966	0	0	2,354
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	1,118	0	0	1,118
ON Ontario	0	15,094	9,209	725	293	25,321
PE Pr.Edward Isle	0	0	544	0	0	544
PQ Quebec	30	2,845	8,092	0	1,017	11,984
SK Saskatchewan	3	15	1,362	48	0	1,428
TOTAL CAN:	54	20,103	31,551	1,902	1,409	55,019
*EXPORT SALES:	298,625	5,987	34,458	13,828	9,474	362,372
TOTAL AG SALES	325,304	279,108	294,886	87,557	25,563	1,012,418
NON-AG U.S.	25,781	-	-	10,410	591	36,782
Canada	1,524	-	-	60	23	1,607
*Exports	1,010	-	-	14,825	57	15,892
TOTAL NON-AG SALES	28,315	-	-	25,295	671	54,281
GRAND TOTAL	**353,619**	**279,108**	**294,886**	**112,852**	**26,234**	**1,066,699**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

APRIL 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	3,516	3,548	8,307	0	0	15,371
Brazil	10,200	0	15,225	0	0	25,425
Chile	0	0	0	0	2,982	2,982
China	139,008	0	0	0	0	139,008
Columbia	0	0	(119)	0	(22)	(141)
Costa Rica	6,002	0	1,041	0	356	7,399
Denmark	7,066	0	0	0	0	7,066
[illegible]uador	5,152	0	0	0	0	5,152
[illegible]ador	661	0	0	0	971	1,632
[illegible]	3,935	0	0	0	0	3,935
[illegible]as	1,851	0	0	0	0	1,851
India	160	0	0	0	0	160
Indonesia	12,661	0	0	0	0	12,661
Jamaica	0	0	2,300	0	0	2,300
Japan	7,597	2,439	7,690	10,254	4,170	32,150
Korea	27,014	0	0	0	0	27,014
Malaysia	47,315	0	0	0	0	47,315
Mexico	448	0	14	0	1,006	1,468
New Zealand	0	0	0	0	11	11
Switzerland	12,131	0	0	0	0	12,131
Taiwan	0	0	0	3,574	0	3,574
Venezuela	13,908	0	0	0	0	13,908
TOTAL AG:	298,625	5,987	34,458	13,828	9,474	362,372
NON-AGRICULTURAL						
Italy	0	-	-	9,715	0	9,715
Japan	364	-	-	5,110	0	5,474
Mexico	407	-	-	0	57	464
Pakistan	12	-	-	0	0	12
Puerto Rico	3	-	-	0	0	3
Sweden	174	-	-	0	0	174
United Kingdom	50	-	-	0	0	50
TOTAL NON-AG:	1,010	-	-	14,825	57	15,892
TOTAL EXPORTS	299,635	5,987	34,458	28,653	9,531	378,264

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

APRIL 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	911	4,319	2,265	316	7,811
AK Alaska	0	0	0	0	0
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	70	485	555
CA California	0	0	40	13	53
CO Colorado	0	0	0	0	0
CT Connecticut	0	278	268	0	546
DE Delaware	0	0	1,519	42	1,561
FL Florida	2,311	1,633	913	588	5,445
GA Georgia	1,752	1,220	10,013	2,426	15,411
HI Hawaii	0	0	0	0	0
ID Idaho	0	255	1,485	61	1,801
IL Illinois	436	61,614	5,625	8,845	76,520
IN Indiana	147	25,259	3,412	4,736	33,554
IA Iowa	0	30,038	8,264	18,597	56,899
KS Kansas	0	0	102	156	258
KY Kentucky	0	6,289	668	0	6,957
LA Louisiana	1,816	8,951	3,623	111	14,501
ME Maine	0	0	376	0	376
MD Maryland	0	121	482	384	987
MA Massachusetts	0	62	303	0	365
MI Michigan	14	10,963	7,430	95	18,502
MN Minnesota	92	23,111	40,738	6,428	70,369
MS Mississippi	0	1,835	922	1,888	4,645
MO Missouri	0	151	9,570	5,487	15,208
MT Montana	0	307	2,414	89	2,810
NE Nebraska	0	420	802	1,277	2,499
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	1,934	0	1,934
NJ New Jersey	0	185	502	127	814
NM New Mexico	0	0	0	0	0
NY New York	0	9,282	3,119	565	12,966
NC North Carolina	0	2,388	2,843	1,588	6,819
ND North Dakota	0	2,013	5,537	64	7,614
OH Ohio	1,767	10,112	3,168	1,843	16,890
OK Oklahoma	0	0	167	435	602
OR Oregon	0	304	1,049	79	1,432
PA Pennsylvania	484	724	4,286	851	6,345
RI Rhode Island	0	0	358	62	420
SC South Carolina	364	912	6,662	434	8,372
SD South Dakota	0	852	1,819	767	3,438
TN Tennessee	0	4,637	7,382	186	12,205
TX Texas	0	0	77	0	77
UT Utah	0	0	0	0	0
VT Vermont	0	0	122	63	185
VA Virginia	1,613	433	7,809	1,855	11,710
WA Washington	429	2,133	3,334	712	6,608
WV West Virginia	0	486	0	0	486
WI Wisconsin	2,134	26,254	10,224	2,382	40,994
WY Wyoming	0	0	35	0	35
TOTAL U.S.:	14,270	237,541	161,731	64,037	477,579
CANADA					
AB Alberta	21	25	5,423	517	5,986
BC Brit. Columbia	0	82	1,990	13	2,085
MB Manitoba	0	654	2,847	599	4,100
NB New Brunswick	0	1,388	966	0	2,354
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	0	1,118	0	1,118
ON Ontario	0	15,094	9,092	725	24,911
PE Pr.Edward Isle	0	0	544	0	544
PQ Quebec	30	2,845	8,092	0	10,967
SK Saskatchewan	3	15	1,362	48	1,428
TOTAL CAN:	54	20,103	31,434	1,902	53,493
*EXPORT SALES:	283,141	5,575	27,223	13,828	329,767
TOTAL AG SALES	297,465	263,219	220,388	79,767	860,839
NON-AG U.S.	15,271	-	-	9,096	24,367
Canada	1,524	-	-	60	1,584
*Exports	413	-	-	14,825	15,238
TOTAL NON-AG SALES	17,208	-	-	23,981	41,189
GRAND TOTAL	**314,673**	**263,219**	**220,388**	**103,748**	**902,028**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

APRIL 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	3,516	3,548	8,307	0	15,371
Brazil	5,359	0	8,926	0	14,285
China	139,008	0	0	0	139,008
Costa Rica	6,002	0	0	0	6,002
Denmark	7,066	0	0	0	7,066
Guatemala	3,935	0	0	0	3,935
[illegible]a	160	0	0	0	160
[illegible]esia	12,661	0	0	0	12,661
[illegible]ca	0	0	2,300	0	2,300
Japan	5,066	2,027	7,690	10,254	25,037
Korea	27,014	0	0	0	27,014
Malaysia	47,315	0	0	0	47,315
Switzerland	12,131	0	0	0	12,131
Taiwan	0	0	0	3,574	3,574
Venezuela	13,908	0	0	0	13,908
TOTAL AG:	283,141	5,575	27,223	13,828	329,767
NON-AGRICULTURAL					
Italy	0	-	-	9,715	9,715
Japan	351	-	-	5,110	5,461
Pakistan	12	-	-	0	12
United Kingdom	50	-	-	0	50
TOTAL NON-AG:	413	-	-	14,825	15,238
TOTAL EXPORTS	**283,554**	**5,575**	**27,223**	**28,653**	**345,005**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

APRIL 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	1,101	311	1,291	0	484	3,187
AK Alaska	0	0	0	0	0	0
AZ Arizona	44	0	15	63	20	142
AR Arkansas	47	62	5,432	958	29	6,528
CA California	3,351	681	2,126	0	930	7,088
CO Colorado	306	32	1,202	98	138	1,776
CT Connecticut	0	0	0	0	80	80
DE Delaware	0	0	0	0	46	46
FL Florida	125	0	58	0	1,821	2,004
GA Georgia	0	0	0	13	2,108	2,121
HI Hawaii	0	0	0	0	0	0
ID Idaho	431	1,476	1,386	0	7	3,300
IL Illinois	0	0	301	63	246	610
IN Indiana	373	0	904	0	239	1,516
IA Iowa	127	677	390	31	72	1,297
KS Kansas	326	768	4,127	589	101	5,911
KY Kentucky	0	0	0	0	48	48
LA Louisiana	763	1,311	4,187	813	27	7,101
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	0	0	90	90
MA Massachusetts	0	0	0	0	26	26
MI Michigan	0	15	0	0	456	471
MN Minnesota	16	178	210	115	390	909
MS Mississippi	0	168	196	0	74	438
MO Missouri	2,952	1,560	15,857	2,819	131	23,319
MT Montana	0	0	0	0	0	0
NE Nebraska	331	47	1,196	137	979	2,690
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	23	23
NM New Mexico	0	16	1,186	0	265	1,467
NY New York	0	0	0	0	308	308
NC North Carolina	180	0	28	0	908	1,116
ND North Dakota	0	0	0	0	5	5
OH Ohio	60	0	1,801	0	711	2,572
OK Oklahoma	119	297	3,194	100	52	3,762
OR Oregon	137	41	1,052	0	137	1,367
PA Pennsylvania	0	0	58	0	206	264
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	0	0	0	0	787	787
SD South Dakota	0	0	0	0	0	0
TN Tennessee	256	0	0	13	78	347
TX Texas	1,310	7,837	20,448	1,978	1,171	32,744
UT Utah	0	0	102	0	0	102
VT Vermont	0	0	0	0	57	57
VA Virginia	0	0	69	0	586	655
WA Washington	0	0	44	0	292	336
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	0	16	0	504	520
WY Wyoming	0	0	270	0	48	318
TOTAL U.S.:	12,355	15,477	67,146	7,790	14,680	117,448
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	99	99
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	0	0
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	117	0	293	410
PE Pr.Edward Isle	0	0	0	0	0	0
PQ Quebec	0	0	0	0	1,017	1,017
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	117	0	1,409	1,526
*EXPORT SALES:	15,484	412	7,235	0	9,474	32,605
TOTAL AG SALES	27,839	15,889	74,498	7,790	25,563	151,579
NON-AG U.S.	10,510	-	-	1,314	591	12,415
Canada	0	-	-	0	23	23
*Exports	597	-	-	0	57	654
TOTAL NON-AG SALES	11,107	-	-	1,314	671	13,092
GRAND TOTAL	**38,946**	**15,889**	**74,498**	**9,104**	**26,234**	**164,671**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)

APRIL 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Brazil	4,841	0	6,299	0	0	11,140
Chile	0	0	0	0	2,982	2,982
Columbia	0	0	(119)	0	(22)	(141)
Costa Rica	0	0	1,041	0	356	1,397
Ecuador	5,152	0	0	0	0	5,152
El Salvador	661	0	0	0	971	1,632
Honduras	1,851	0	0	0	0	1,851
Japan	2,531	412	0	0	4,170	7,113
Mexico	448	0	14	0	1,006	1,468
New Zealand	0	0	0	0	11	11
TOTAL AG:	15,484	412	7,235	0	9,474	32,605
NON-AGRICULTURAL						
Japan	13	-	-	0	0	13
Mexico	407	-	-	0	57	464
Puerto Rico	3	-	-	0	0	3
Sweden	174	-	-	0	0	174
TOTAL NON-AG:	597	-	-	0	57	654
TOTAL EXPORTS	**16,081**	**412**	**7,235**	**0**	**9,531**	**33,259**